

MOVING FROM RETAIL TO MASS MANUFACTURING

ABOUT GGS DESIGNS, ALTERATIONS AND MORE, LLC. GG's Design, Alterations and More provides custom design, alterations, and cultural clothing to the San Juan Basin. Founder Maria Garcia originally ran her business from her private home. Since then, the company has moved several times—once to busy Main Street in historical downtown Farmington, New Mexico, and then to the I40 corridor of Albuquerque. Garcia is the sole owner of GG's, and the company has two part-time employees.

THE CHALLENGE. Garcia was interested in moving GG's away from retail service and toward mass manufacturing. A very creative and business-savvy woman, Garcia decided to participate in public workshops focusing on Lean 101 and Inventory Pull Systems, and engaged the services of the New Mexico Manufacturing Extension Partnership (NM MEP), a NIST MEP affiliate.

MEP CENTER'S ROLE. The Lean 101 workshop validated Garcia's desire to go into mass manufacturing. In the Inventory Pull Systems workshop, she realized the need to control inventory and to buy wholesale fabric instead of retail. To prepare for the move, GG's worked with NM MEP and its partners, New Mexico's Procurement Technical Assistance Program (PTAP), and Small Business Development Center (SBDC). Garcia participated mapping the plant layout, as well as a mapping project that focused on return on investment. She added more sewing machines to her manufacturing floor and is using the new machines for alterations. The improvements had a positive effect on Takt time and lead time and contributed to bottom-line savings.

"New Mexico MEP has had an open heart and open arms for me and my business ideas. It is a great resource for a solo business where the owner wears many hats. They are awesome and have gone out of their way to help GG's and me to succeed!"

-Maria Garcia, Owner

RESULTS



Bottom-line savings of **3%** per month



Improved Takt time and lead time



Moving away from retail and growing manufacturing

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